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10 April 1969

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Rome Air Development Center (AFSC)
Griffiss Air Force Base
New York

Subject: [] Advanced Rear Projection Screening Viewer

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Dear []

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As a result of recent conversations, we have prepared the following plan for your consideration which we believe recognizes most of the constraints imposed on each of us and offers a compromise solution that is mutually beneficial. Since neither organization appears to have sufficient funding for an operational test and evaluation program of an "advanced" rear projection screening viewer on an independent basis, we suggest a pooling of resources to provide a viewer containing the latest state-of-the-art continuously variable zoom lens and xenon illumination system. We suggest you consider the following:

- o Procurement by the Air Force of the [] 100 screening viewer [] Part No. 100-60001 now available at our [] This is the configuration evaluated by RADC and SAC personnel and described in Report No. RADC-TR-67-533. The price of this unit shipped in place is approximately [] Would it be possible to accomplish this step before the end of FY '69?

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- o Procurement by the Air Force of the modifications previously specified and negotiated as a part of contract [] in the amount of [] which was

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signed by [redacted] but was not executed by RADC since funding was withdrawn. The price for these modifications (less any changes to the condenser assembly not required under the plan being proposed) is approximately [redacted] based on a cost-type contract due to the developmental nature of the modifications to be made. We hope this could be accomplished as soon as FY '70 funding is released.

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- o Supplement and reorient the funds provided by the [redacted] contract to procure an operational test and evaluation program on a cost-type basis to be scheduled in FY '70, nine months after receipt of Air Force funds covering the basic modifications discussed above. By investing in an OT&E program, we believe you can accomplish your objectives without becoming contractually involved in the ownership of hardware. We recognize the need to negotiate mutually acceptable specifications completely defining the requirements of the unit to be subjected to OT&E, but basically the unit would be modified to include a new 3X to 50X zoom lens and xenon illumination system meeting your latest requirements. The objectives and duration of the OT&E period in Washington could be established in a joint meeting with the Air Force. At the conclusion of this evaluation, we assume the unit would be shipped to Offutt Air Force Base for additional testing by SAC operational personnel.

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We appreciate the difficulties involved in programs of this type bridging organizational lines, and we are prepared to discuss any reasonable alternatives that recognize the magnitude of our previous investment

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and our commitment not to sustain additional financial risk in modifying the viewer beyond its present configuration. Please call me when you have had an opportunity to consider the proposed plan. Thank you for your consideration.

Sincerely,

[redacted]

Director of Marketing

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HVB:sd

cc: [redacted]

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